



**US Department of Commerce  
&  
Coalition of Service Industries**

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**Services Liberalization in the Doha Round:  
US Industry Priorities**

Briefing book

January 12, 2005  
U.S. Department of Commerce  
1401 Constitution Avenue NW  
Washington, DC 20230

# Services Liberalization in the Doha Round:

## US Industry Priorities

January 12, 2005

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# **Services Liberalization in the Doha Round:**

## **US Industry Priorities**

### **PLENARY DISCUSSION: BIOGRAPHICAL BACKGROUND ON PANELISTS**

#### **Christine Bliss** **Deputy Assistant USTR for Services**

Christine Bliss is currently Deputy Assistant USTR for Services responsible for overseeing all multilateral and bilateral services negotiations and policy issues. Ms. Bliss is the lead U.S. negotiator in the WTO services negotiations and has negotiated the services and financial services chapters in Moroccan, CAFTA and Bahrain FTAs. Prior to joining the USTR services office, Ms. Bliss was in USTR's General Counsel's Office as Chief Counsel for Services and served as lawyer for the Chile and Singapore FTAs and WTO Services negotiations. Ms. Bliss also served as Chief Counsel for Monitoring and Enforcement, responsible for managing US litigation in the WTO, NAFTA and other multilateral and bilateral trade agreements.

Before joining USTR in 2000, Ms. Bliss was Counsel to the Emergency Committee for American Trade, an association representing US Fortune 500 firms on international trade and investment issues. Prior to joining ECAT Ms. Bliss had a wide range of experience in private practice representing foreign and domestic clients on international trade regulatory, legislative and policy issues as a partner in the firm of Mudge, Rose, Guthrie and Ferdon and on Capitol Hill as a legislative assistant.

#### **Theresa Cardinal Brown** **Director, Immigration Policy, U.S. Chamber of Commerce**

Theresa Cardinal Brown is Director of Immigration Policy with the U.S. Chamber of Commerce. Theresa has over ten years of experience in immigration law and policy. After working in law firms specializing in business immigration practice in Washington, DC, including Arent/Fox and Morgan, Lewis & Bockius, Theresa served for three years as Associate Director for Business Immigration Advocacy at the American Immigration Lawyers Association, joining the Chamber in May 2001.

Theresa specializes in law and policy relating to employment of foreign nationals, including temporary and permanent resident visas, employer sanctions, and labor certification. She also has managed the Chamber's work on border issues, moving into the area of Homeland Security. She represents the Chamber in coalitions on high-skilled work visas, essential workers, border management and visa processing including American Business for Legal Immigration, the Essential Worker Immigration Coalition, and Americans for Better Borders.

She is a Phi Beta Kappa graduate of the University of Delaware with a bachelor's degree in international relations and economics.

#### **Al Frink** **Assistant Secretary for Manufacturing & Services, U.S. Department of Commerce**

Al Frink is the first Assistant Secretary for Manufacturing and Services, serving as chief advocate for the U.S. manufacturing sector within the federal government and brings 30 years of private-sector experience to his new position. As a small business executive, Frink built an internationally

recognized carpet manufacturing company, Fabrica International, a carpet manufacturer from Orange County, Calif.

As the Assistant Secretary, Frink will advocate, coordinate and implement policies that will help U.S. manufacturers compete globally. Some of the challenges he will focus on include: o Enhancing government's focus on manufacturing competitiveness;

- \* Creating the conditions for economic growth and manufacturing investment;
- \* Promoting open markets and a level playing field;
- \* Lowering the cost of manufacturing in the United States;
- \* Investing in innovation; and
- \* Strengthening education, retraining, and economic diversification.

Frink co-founded Fabrica in 1974 with a \$100,000 Small Business Administration loan. Fabrica develops, manufactures and sells high-end luxury carpet and rugs to retailers, interior designers, furniture stores and other markets, and is considered the best in class. The company, which started with five employees, now employs more than 400 individuals and has never experience major layoffs. Within the carpet industry, his company distinguished itself through innovation and quality product. All of Fabrica's operations - including manufacturing and distribution - are located in the United States. The company was acquired by The Dixie Group in 2000.

He is a champion of export. As his company's chief advocate and salesperson, Frink opened foreign markets and took responsibility for all international accounts. He understands both the challenges and opportunities facing manufacturing and will be a credible voice to others in the sector, particularly small and medium-size businesses.

Frink is also a committed and dedicated volunteer and public servant, particularly on cultural and educational issues within the Hispanic and Native American communities.

### **Community and Volunteer Work**

- \* Former Member, Exporters' Textile Advisory Committee, The Department of Commerce
- \* Former Member, Board of Directors - The Latino Coalition
- \* Member, Orange County Hispanic 100
- \* Member, Board of Directors - YMCA Orange County Metro
- \* Member, Board of Directors - Pacific Symphony Orchestra
- \* Member, Board of Directors, Lincoln Club - Orange County
- \* Member, Advisory Board, Carpet and Rug Institute

### **Awards and Achievements**

- \* In 2004, Frink was inducted into the prestigious Small Business Administration Hall of Fame.
- \* Silver Trumpet Award, the industry's most prestigious award from the Southern California Floor Covering Association.
- \* Distinguished Service Award, Native American Preparatory School (NAPS).

### **R. Michael Gadbaw**

#### **Vice President and Senior Counsel, International Law & Policy, General Electric Company**

Mike Gadbaw has been Vice President and Senior Counsel for General Electric's International Law & Policy group since December 1990. Mr. Gadbaw is part of GE's corporate staff and is responsible for supporting the global operations of GE's businesses, particularly in the areas of public policy, transaction advocacy, global funding and compliance.

Mr. Gadbaw is Chairman of GE's International Practice Group and is the internal champion for GE policies on Improper Payments and International Trade Controls. He also supports the Public Policy Committee of the GE Foundation.

Mr. Gadbaw is Chairman of the State Department's Advisory Committee on International Economic Policy, Chairman of the US-Malaysia Business Committee of the US ASEAN Business Council, founding Chairman of the India Interest Group; a member of the boards of the European Institute, Partners for Democratic Change and the World Affairs Council; a Trustee of the U.S. Council for International Business; and a member and former Chairman of the U.S.-Egypt Presidents' Council.

Before coming to GE, Mr. Gadbaw was in private practice (1980-1990), most recently as a partner of Dewey Ballantine where he helped form that firm's international trade group. Mr. Gadbaw began his legal career in the General Counsel's office in the U.S. Treasury Department and later served as Deputy General Counsel in the Office of the U.S. Trade Representative. During this time he was directly involved in negotiating a number of major international agreements, including the Tokyo Round, the U.S.-Japan Semiconductor Agreement and the agreement establishing the International Fund for Agricultural Development.

Mr. Gadbaw completed his undergraduate work at Fordham University in 1969, earned a Master's Degree from the Fletcher School of Law and Diplomacy, completed a year of graduate work at the Institut de Hautes Etudes Internationales in Geneva and received a Juris Doctor degree from the University of Michigan in 1974.

Mr. Gadbaw is married to Sally Chandler and has four children.

#### **Ekrem M. Sarper**

##### **Program Manager Financial Services, Transparency & Domestic Regulation, CSI**

Ekrem M. Sarper is Program Manager Financial Services, Transparency & Domestic Regulation at the Coalition of Service Industries (CSI). He coordinates policy and program initiatives of CSI's Financial Services Group. He also leads CSI's development of the Open Government Project – a web portal on regulatory transparency, under a grant from the GE foundation.

Before joining CSI in early 2004, Sarper was a Senior International Trade Research Associate at The Stern Group, Inc. He received his M.A. in International Commerce and Policy from George Mason University in Arlington, Virginia and earned his B.A. at Kingston University, London, England.

#### **Richard Self**

##### **Principal Associate, Nathan Associates**

Richard Self is a Principal Associate at Nathan Associates Inc. He provides advice to a variety of governments, particularly in Africa and Asia, on international trade, with specific emphasis on the services sectors. He also advises private clients, including a life insurance association and a software industry association.

Mr. Self's thirty-year government career was devoted almost exclusively to the area of international trade. He served as Deputy Assistant U.S. Trade Representative for Services and was the Chief U.S. Negotiator for Services during the Uruguay Round. In this capacity helped produce the first international trade agreement covering the services sectors, and, in this capacity, was one of the authors of the General Agreement on Trade in Services (GATS). In addition Mr. Self participated in numerous market access negotiations in services, including negotiations subsequent to the Uruguay Round in the area of insurance, maritime, and the

temporary entry of natural persons. Mr. Self served at the USTR Mission to the World Trade Organization, and was responsible for negotiating the accession to the WTO of over 20 countries. Prior to joining Nathan Associates, Mr. Self was Senior International Advisor at the law firm of Akin Gump Strauss Hauer & Feld.

**J. Robert Vastine**  
**President, Coalition of Service Industries**

J. Robert Vastine has served as the President of CSI since his appointment to that position in January, 1996. The 22-year-old Coalition, based in Washington D.C., seeks to expand business opportunities for US service companies in foreign markets by removing barriers to their trade and investment, and to develop policymakers' awareness of the increasingly important role services play in creating high quality US jobs, exports, and economic growth.

The Coalition represents a wide range of service sector companies which operate globally and whose interests include financial services, insurance, information technology, accounting and other professional services, telecommunications, maritime transport, and travel and tourism. CSI led US private sector efforts in 1997 to achieve successful World Trade Organization Agreements on Financial Services, and was active in the effort to secure a Basic Telecommunications Agreement.

Prior to joining CSI, Vastine served as President of the Congressional Economic Leadership Institute, a bi-partisan, non-profit foundation which helps educate Congress on issues affecting US economic competitiveness. Mr. Vastine served as Staff Director of the Senate Republican Conference. His extensive Capitol Hill experience includes posts as Minority Staff Director of the Senate Committee on Government Affairs; Legislative Director for Senator John H. Chafee of Rhode Island; and Legislative Assistant for Congressman Thomas B. Curtis of Missouri.

Mr. Vastine's Executive Branch experience includes service as Deputy Assistant Secretary of the Treasury for International Trade and Raw Materials Policy. He also served as Vice President of the Oversight Board of the Resolution Trust Corporation, which was chaired by Secretary of the Treasury Nicholas Brady.

In the private sector, Robert Vastine was Manager of National Government Affairs for CPC International, Inc., a major multinational food manufacturer headquartered in New Jersey. He founded the San Francisco, California-based Alliance for American Innovation, an association of small, high technology companies. In recognition of his work, the Governor of California appointed Vastine to the state's Advisory Commission on Economic Development.

Mr. Vastine is Chairman of the official Industry Trade Advisory Committee for International Trade in Services (ITAC 10).

Robert Vastine was a fellow of the Institute of Politics of the John F. Kennedy School of Government at Harvard University. He is co-author of "The Kennedy Round and the Future of American Trade" as well as articles on US trade policy.

Mr. Vastine is a graduate of Haverford College in Haverford, Pennsylvania and of the Johns Hopkins University School for Advanced International Studies in Washington, D.C.

# **Services Liberalization in the Doha Round: US Industry Priorities**

## **PANEL DISCUSSIONS: AGENDAS, INDUSTRY PRIORITY CHECKLISTS, AND BIOGRAPHICAL BACKGROUND ON PANELISTS**

- I. INSURANCE
- I. BANKING, SECURITIES, AND ASSET MANAGEMENT
- I. TELECOMMUNICATIONS AND INFORMATION TECHNOLOGY
- I. AUDIO VISUAL SERVICES
- I. EXPRESS DELIVERY SERVICES
- I. ENERGY SERVICES
- I. PROFESSIONAL SERVICES – ACCOUNTING, ARCHITECTURE,  
ENGINEERING, AND LEGAL SERVICES
- I. EDUCATION SERVICES
- I. HEALTH CARE SERVICES

## **I. INSURANCE INDUSTRY PANEL**

### **AGENDA**

- I. Opening remarks by moderator  
Robert Vastine, President, Coalition of Service Industries
- I. Brad Smith, American Council of Life Insurers
- I. David Snyder, American Insurance Association
- I. Coletta Kemper, Council of Insurance Agents & Brokers
- I. Questions and answers and discussion
- I. Wrap-up remarks by moderator

*At 12:30 PM, session will adjourn to return to auditorium for rapporteurs' reports.  
Rapporteur: Ann Main, USTR*

### **Coletta I. Kemper**

Coletta Kemper is vice president of Industry Affairs for the Council of Insurance Agents and Brokers, which she joined in 1991. Prior to joining the Council, Ms. Kemper served as director of public affairs for the National Association of Insurance Brokers for six years. Ms. Kemper brings over 25 years of political and public policy experience to the job. Over her eleven years with the Council, she has had responsibility for public relations, states issues, educational programs, industry liaison and currently international affairs.

Ms. Kemper has worked on political campaigns at the presidential and state levels. She also spent four years in the legislative department for a public interest organization headquartered in Washington, D.C. She has worked in the private sector in the telecommunications and finance fields.

Ms. Kemper received a Masters in Public Administration in 1982 from Harvard's the Kennedy School of Government. She holds a BA degree in English Literature from the University of Maryland. She also holds an Associate in Risk Management (ARM) designation.

### **Brad Smith**

Brad Smith currently serves as vice president for international relations of the American Council of Life Insurers. Since joining the ACLI in May of 1997, Mr. Smith has been responsible for coordinating all policy and program initiatives of the ACLI's International Regulatory Policy Committee. His major focus areas have included insurance market liberalization for U.S. companies overseas, especially in China, Japan and India, and monitoring foreign trading partners' compliance with bilateral and multilateral insurance trade agreements.

Prior to joining the ACLI, Mr. Smith served as the Deputy Chief Executive of the International Insurance Council. He received his M.A. in International Affairs from the American University in Washington, D.C. and earned his B.A. at the College of Wooster in Ohio.



## **David F. Snyder**

David F. Snyder is Vice President and Assistant General Counsel for the American Insurance Association (AIA), specializing in automobile insurance and other transportation issues, international trade, insurance regulatory issues and legal reform. His responsibilities include drafting legislation and regulations, testifying, managing litigation, working with other interested public and private sector parties and communicating with the media.

David recently served as Chairman of the Insurance Committee of the Coalition of Service Industries, a broad based business group representing the interests of the major U.S. services industries in international trade negotiations. He has also recently appeared as an interested party expert before the National Transportation Safety Board on its investigation of chronic health conditions that may adversely affect driving safety and was a panelist for the Transportation Research Board on truck safety benchmarking issues. He is currently an expert on a panel on setting speed limits and has recently presented at programs on electronic data recorders (black boxes) and truck driver hours of service.

Mr. Snyder joined AIA in 1987 after working for Nationwide Insurance, managing its government affairs in its largest premium volume state. He left AIA in 1990 to work for State Farm Insurance Company and later returned to AIA. Prior to these positions, he served the Commonwealth of Pennsylvania as General Counsel of the Commerce Department, Deputy Attorney General in Torts Litigation and Legislative Liaison for the Insurance Department. Earlier, he worked in the U.S. Department of Transportation and the U.S. Fire Administration. These positions included trial and appellate litigation, in-house legal counsel and government affairs responsibilities.

Mr. Snyder graduated Magna Cum Laude from Dickinson College in Pennsylvania and graduated from the George Washington University Law School in Washington, D.C. He is licensed to practice in the District of Columbia, Pennsylvania and Virginia and several federal courts. He is also a Chartered Property and Casualty Underwriter (CPCU).

David participated as the sole U.S. insurance industry expert in a U.S. Government sponsored meeting on insurance in the Middle East held in Amman, Jordan in June, 2004. He also represented U.S. insurers in a national conference on highway safety in Moscow, Russia and was one of two foreign experts in discussions in Israel and Gaza between the Israelis and Palestinians on auto insurance issues in 2000. He has regularly represented U.S. insurers in trilateral discussions in Canada, Mexico and the U.S. involving the implementation of transportation aspects of the North American Free Trade Agreement and in international trade and terrorism insurance meetings in Geneva and Paris.

David has testified before numerous international, federal and state legislative and administrative bodies and has addressed audiences on auto insurance, transportation, financial services regulation and international issues. He has appeared on ABC, CBS, CNN, NBC and FOX networks and has been quoted in the Detroit News, Smart Money, New York Times, Wall Street Journal and Washington Post.

Mr. Snyder has served as Mayor and Vice Mayor of the City of Falls Church, Virginia, having been elected to three terms on the City Council, most recently in May, 2002. In July 2004, he was elected Chairman of the Northern Virginia Transportation Authority. He has been Vice President of the Metropolitan Washington Council of Governments. He also currently represents the City on regional transportation planning agencies, including the Metropolitan Washington Council of Governments Transportation Planning Board (where he chairs the Management and Operations and Intelligent Transportation Systems Task Force) and the Northern Virginia Transportation Commission (where he was the Chairman).

David chairs the working group on Emergency Transportation, Evacuation, and Sheltering-In-Place under the National Capital Region Emergency Preparedness Council. He coordinated the transportation and evacuation components of the Regional Emergency Coordination Plan first approved by the Metropolitan Washington Council of Governments on September 11, 2002 in response to the terrorist attacks against the Pentagon and World Trade Center. He has participated in other terrorism and incident response programs.

David was the President of the Falls Church Housing Corporation, an 80 unit subsidized housing project, and has been a Deacon in an inner-city church with programs for the homeless and persons with disabilities. He is an active Emergency Medical Technician with a Washington, D.C. area rescue squad, having more than 30 years experience in fire, rescue, and emergency medical services. Mr. Snyder is also fortunate to be married to a journalist with two wonderful children.

## II. SECURITIES, ASSET MANAGEMENT AND BANKING PANEL

### AGENDA

- I. **Opening remarks by moderator**  
Emily Altman, Morgan Stanley
- II. **Banking and Asset Management Industry Priorities in the Doha Round**  
Cory Strupp, Bankers Association for Finance & Trade
- III. **Securities Industry Priorities in the Doha Round**  
Peter Bass, Goldman Sachs
- IV. **Questions and answers and discussion**
- V. **Wrap-up remarks by moderator**

*At 12:30 PM, session will adjourn to return to auditorium for rapporteurs' reports.  
Rapporteur: Whit Warthin, US Department of the Treasury*

### Emily Altman

Emily Altman, Executive Director, is Director of International Government Relations for Morgan Stanley, a global financial services firm with offices in more than 25 countries. She is responsible for formulating and coordinating the company's positions on international public policy issues affecting its business and serves as the company's principal liaison with the U.S. Government on international policy issues affecting financial services firms. She is chairman of the Securities Industry Association's International Committee, serves on the Boards of Directors of the US-Russia Business Council, the American Council on Germany, the Business Council for International Understanding, the American Turkish Society, the International Tax and Investment Center, and Supporters of Civil Society in Russia, and is a member of ITAC 10, the official US Government Industry Trade and Advisory Committee on Services and Finance Industries. She has written on political issues for *Investment Perspectives*, Morgan Stanley's principal strategy and research publication.

Before joining Morgan Stanley in 1994, Altman practiced international banking and securities law at Davis Polk & Wardwell in New York City, specializing in syndicated lending, project financing and export credit transactions for multinational and sovereign borrowers. She worked closely with multilateral and bilateral development organizations such as the World Bank, the International Finance Corporation, the Overseas Private Investment Corporation and the Export-Import Bank of the United States.

She was a resident advisor on international borrowing to the Minister of Finance of Lithuania in Vilnius in 1993 and has lectured on project financing in Romania and throughout the Baltic. She served as an election observer at Bulgaria's first free elections in 1990 and in Albania in 1992.

Altman is a graduate of Harvard College and Columbia Law School, where she was on the *Law Review*. She clerked for Judge Jack B. Weinstein, then Chief Judge of the Federal District Court for the Eastern District of New York. She lives in New York City.

### Peter E. Bass

Peter E. Bass is a Vice President in the Washington, D.C. office of Goldman, Sachs & Co., with responsibilities for international political and regulatory matters.

Prior to joining Goldman Sachs, Mr. Bass was a career civil servant for over ten years, holding a number of positions in the U.S. Department of State and the National Security Council.

Mr. Bass served from 1998 through 2000 as Deputy Assistant Secretary of State for Energy, Sanctions and Commodities. In that capacity, Mr. Bass was responsible for coordinating U.S. international energy policy and U.S. economic sanctions policy. In connection with his energy policy responsibilities, Mr. Bass also served as Vice Chairman of the Governing Board of the International Energy Agency in Paris.

From 1995 to 1997, Mr. Bass served at The White House as the Executive Assistant to National Security Advisors Anthony Lake and Samuel (Sandy) Berger. Prior to that post, he held a senior policy position on Secretary of State Warren Christopher's personal staff.

Mr. Bass received his undergraduate degree from Princeton University, where he studied public and international affairs. He holds a law degree from the Yale Law School, where he was also managing editor of the Yale Law Journal. He is a member of the Council on Foreign Relations and of the Executive Council of the American Society of International Law.

### **Cory N. Strupp**

Cory N. Strupp is the Deputy Executive Director and General Counsel of the Bankers Association for Finance and Trade. Before joining BAFT at the beginning of 2004, he was a Managing Director and Head of Government Relations at J.P. Morgan & Co. and its successor J.P. Morgan Chase (co-head). Strupp graduated from the University of Wisconsin in 1972 and received his law degree from Boston University in 1977.

### III. TELECOMMUNICATIONS AND INFORMATION TECHNOLOGY PANEL

#### AGENDA

- I. **Opening remarks by moderator**  
Thomas Santaniello, CompTIA
- II. **Telecommunications Industry Priorities in the Doha Round**  
Douglas Schoenberger, AT&T
- III. **Computer and IT Services Priorities in the Doha Round**  
Allen Miller, ITAA
- IV. **Questions and answers and discussion**
- V. **Wrap-up remarks by moderator**

*At 12:30 PM, session will adjourn to return to auditorium for rapporteurs' reports.  
Rapporteur: Ken Schagrin, Office of the US Trade Representative*

#### **Allen Miller**

Allen Miller is currently Senior Vice President, Global Affairs, for the Information Technology Association of America. He is also Executive Director of the World Information Technology and Services Alliance, an organization of 41 Information Technology Associations from around the world. In this capacity, Allen is responsible for the international policy positions and advocacy of ITAA as well as WITSA, organizations representing the interests of companies in information technology services.

Allen retired from EDS Corporation where he had most recently been Client Executive for Texas Government operations. Prior to that he served for 19 years in the EDS Office of Government Affairs in various position including Executive Director. In that position he was responsible for overseeing the development and advocacy of EDS' global policy positions relative to industry segments that EDS serves, such as financial services, transportation, health care and information. In this capacity he worked with administrations, public policy institutions, international organizations and other industry government affairs offices.

Allen has been active in a number of international organizations. He was Chair of the Public Policy Working Group of the World Information Technology and Services Alliance (WITSA); Vice Chair of the Electronic Commerce, Telecommunications and Information Technology Working Group of the Coalition of Service Industries (CSI); Chair of the 2000 Services Working Group of the Coalition of Service Industries; Vice Chair of the International Telecommunications Committee of the United States Council for International Business (USCIB); Vice Chair of the Information, Computer and Communications Policy Committee of the Business and Industry Advisory Committee to the Organization for Economic Cooperation and Development (OECD); and Vice Chair of the Commission on Telecommunications and Information Technology of the International Chamber of Commerce (ICC).

Allen received a Bachelor of Science degree from the United States Military Academy and served ten years in the U.S. Army. Commissioned in the field artillery, he was stationed in several stateside posts, Greece and the Republic of Vietnam. He also has a Masters of Science degree in Operations Research from Stanford University and taught mathematics for three years at the U.S. Military Academy.

In the government sector, Allen spent six years with the Pennsylvania Department of Public Welfare, where he was Director of the Department's data processing organization serving the state medical assistance, welfare, food stamps, social services, mental health and mental retardation programs.

### **Thomas E. Santaniello**

Thomas Santaniello joined CompTIA in April 2000 as Manager of US Public Policy, working closely with members of Capitol Hill on technology-focused policy initiatives. Prior to joining CompTIA, Santaniello served as senior appropriations aide to Frank R. Wolf (VA), Chairman of a House Appropriations Subcommittee. He has more than ten years of experience at Capitol Hill, including six years working for a member of the House Judiciary Committee during deliberations of landmark legislation such as the "1996 Telecommunications Act." Santaniello received a master's degree in telecommunications from George Mason University and a bachelor's degree in political science from Fairfield University.

### **Douglas W. Schoenberger**

Doug Schoenberger has held several positions with AT&T since he joined the company in 1982. Doug started with Bell Laboratories, where he had a number of assignments including PBX systems engineering and technical regulatory analysis. He also worked in Business Communications Services, where he marketed enhanced network services and developed long-range network service plans. Doug joined AT&T's Government Affairs organization in 1992, where his first assignment was developing and advocating AT&T's positions at the state, federal, and international levels on a range of technology, standards, and infrastructure issues. In 1996, Doug began working on international issues in AT&T's Washington, DC office, and is currently the Director of AT&T's International Government Affairs organization, where he advocates AT&T's positions on international services issues.

Doug has a B.S. in Applied Mathematics from Union College and an M.Eng. in Operations Research from Cornell University.

## IV. AUDIO VISUAL SERVICES PANEL

### AGENDA

- I. **Opening remarks by moderator**  
Bonnie Richardson, MPAA
- II. **Film Industry Priorities in the Doha Round**  
Laura Lane, Time Warner
- III. **Convergence: Addressing the Evolving Audio Visual Sector in the Doha Round**  
Mary Pittelli, Discovery Communications
- IV. **Questions and answers and discussion**
- V. **Wrap-up remarks by moderator**

*At 12:30 PM, session will adjourn to return to auditorium for rapporteurs' reports.*

*Rapporteur: Anissa Whitten, US Department of State*

### Laura J. Lane

Laura Lane is responsible for directing Time Warner's global trade, tax and corporate governance policy programs. In this capacity, Laura is responsible for working with senior executives from the Time Warner brands and the corporate legal and tax departments. She crafts and executes the strategies for eliminating the impediments to both domestic and international revenue growth, for strengthening the protection of intellectual property, lowering the company's global tax liabilities, and helping to ensure the company's compliance with domestic and international corporate governance laws and regulations.

Ms. Lane directs the work of the company's Trade Council that includes senior representatives from each of the brands and the general counsels' offices. She also directs the work of the company's Tax Council, that includes the senior tax representatives from corporate and each of the brands. Finally, Laura heads up Time Warner's Western Hemisphere policy efforts, serving as the policy lead on all issues affecting Time Warner's operations in Canada and manages the work of the Executive Director for Latin America public policy.

Before joining Time Warner, Ms. Lane was responsible for bilateral trade affairs with the Middle East and Mediterranean countries at the United States Trade Representative (USTR). She served as lead negotiator for services trade and global electronic commerce under the U.S.-EU Transatlantic Economic Partnership. She negotiated market access commitments on trade in services such as distribution, audiovisual, telecommunication, transportation, and financial services with China as part of its accession to the World Trade Organization (WTO). She also served as U.S. negotiator for the World Trade Organization (WTO) Financial Services negotiations, in which a multi-billion dollar global agreement was reached on December 12, 1997. In her capacity as trade negotiator, she was responsible for all industry and interagency consultations and coordination. She was the recipient of two USTR Exceptional Service Awards.

Ms. Lane was a U.S. Foreign Service officer from 1990-1997. She worked in the Trade Policy and Programs office in the Bureau of Economic and Business Affairs at the U.S. Department of State from 1995-1997. She served as the State Department representative on the US Basic telecommunications negotiating team, which concluded the first-ever global agreement on basic telecommunications in 1997. She also developed and coordinated the Department's position on trade in services issues under the North-America Free Trade Agreement (NAFTA), the Free

Trade Area for the Americas (FTAA) and the Asia-Pacific Economic Conference (APEC). Laura worked in the State Department Operations Center from 1994-1995, as watch officer under Secretary Warren Christopher.

In her overseas assignments, Ms. Lane was the economic and political-military affairs officer at the American Embassy in Kigali, Rwanda from 1993-1994. She led the evacuation effort of American citizens from Rwanda in April 1994 and returned in August as political advisor to U.S. forces providing humanitarian relief to Rwandan refugees. Laura served as consular officer in Bogota, Colombia from 1990-1992. In her state department career, Laura was the recipient of two Superior Honor awards and a Meritorious honor award.

Ms. Lane was born in Evanston, Illinois but grew up in Frankfurt, Germany. Laura graduated summa cum laude from Loyola University with a Bachelors degree in political science and history and summa cum laude from Georgetown University with a Master of Science degree in international economics. She speaks Spanish and French.

Laura's husband served in the U.S. Marine Corps in Japan, and at the American Embassies in Nicaragua and Colombia. He currently works at Sparta Inc., an electrical engineering firm in Virginia. Ms. Lane and her husband also have two wonderful daughters.

### **Mary Pittelli**

Mary Pittelli is Managing Director, International Public Policy and Government Relations, Discovery Communications, Inc., charged with addressing legislative and regulatory issues for Discovery's regional offices in Asia, EMEA (Europe, Middle East, Africa), India and Latin America. Discovery distributes a dozen networks to 160 countries worldwide. Pittelli oversees all public policy issues that impact Discovery's international business investments.

Previously, Pittelli was President and Chief Operating Officer of TAP Latin America, a trade association of US-based pay television programming networks distributed throughout Latin America. At TAP, Pittelli worked with a number of constituencies to address public policy issues that impacted the association's 35 member companies' business in Latin America. She also spoke at numerous industry conferences on pay television and broadband issues in Latin America.

Prior to that, Pittelli was President of P&P MediaWorks, a consulting firm that specialized in the product development, marketing and promotion in the domestic pay television industry. At P&P, Pittelli launched the Discovery Channel, CNBC, Home and Garden Television, ICTV, and a number of other pay television products and services. She served as the Executive Director of the Cable Television Public Affairs Association and as a consultant to the Cable Television Administration and Marketing Society.

Before founding P&P MediaWorks, Pittelli was a founding editor of *Communications Daily* and an associate editor for *Broadcasting* magazine. She was also assistant business manager for the *Columbia Journalism Review*.

Pittelli has a degree in journalism from the University of Missouri.

### **Bonnie J. K. Richardson**

Bonnie Richardson is Vice President for Trade and Federal Affairs with the Motion Picture Association of America (MPAA). Since joining MPAA in 1993, she has worked with federal government agencies and with Congress to reduce foreign trade barriers and improve protection of intellectual property for the U.S. motion picture, television programming and home video industries.



Ms. Richardson also covers domestic regulatory issues of interest to the filmed entertainment industry.

From 1989-1993 Ms. Richardson worked at the U.S. Trade Representative's Office. She was chief U.S. negotiator for the services market access negotiations during the Uruguay Round of multilateral trade negotiations. She also served for 12 years as a Foreign Service Officer, including postings at the U.S. embassies in Nigeria and in El Salvador and in the State Department Trade Office. Ms. Richardson obtained her Masters Degree at Johns Hopkins School of Advanced International Studies and her undergraduate degree from the University of Delaware. Her studies also included a year at the University of Vienna in Austria and a year at the Bologna Center in Italy. Ms. Richardson speaks German and Spanish, in addition to English.

## V. EXPRESS DELIVERY SERVICES PANEL

### AGENDA

- I. **Opening remarks by moderator**  
Sue Presti, Air Courier Conference of America
- II. **Trade Facilitation Objectives**  
James Min, Federal Express
- III. **GATS Objectives**  
Andy Shoyer, Sidley Austin Brown & Wood LLP
- IV. **USPS Perspectives on Trade Liberalization**  
Anthony Alverno, US Postal Service
- V. **Questions and answers and discussion**
- VI. **Wrap-up remarks by moderator**

*At 12:30 PM, session will adjourn to return to auditorium for rapporteurs' reports.  
Rapporteur: Dennis Marvich, US Department of Transportation*

### Anthony Alverno

Mr. Alverno serves as the Chief Counsel, Customer Protection & Privacy, in the General Counsel's office for the United States Postal Service. International postal affairs is one of several topics within his areas of practice. Mr. Alverno is responsible for helping to develop U.S. Postal Service policy on international trade matters. From 2001 to 2004, he served as Chairman of the Universal Postal Union Council of Administration Project Team on Relations with the WTO, a body whose key mission is to educate stakeholders about the impact of trade obligations on the postal sector.

### T. James Min II, Esq.

T. James Min II is currently Senior Attorney in the Legal Department of FedEx Express Corp. World Headquarters in Memphis, TN, where his primary responsibilities include international trade law and policy. In particular, Mr. Min works on WTO related matters, free trade agreements, regional trade agreements, APEC, foreign customs laws, U.S. customs laws, U.S. export control and sanctions laws, and U.S. trade policy. Mr. Min also represents FedEx Express Corp. before various U.S. and foreign government trade agencies as well as international trade organizations. Additionally, Mr. Min represents FedEx at various trade and business associations.

Previous to FedEx, Mr. Min practiced law in New York City with one of the largest U.S. law firms specializing in customs and international trade law. At the firm, Mr. Min advised U.S. and international companies on regulatory compliance with U.S. trade and customs laws while counseling clients on how to utilize preferential trade programs under FTAs and regional trade agreements. Mr. Min also advised clients on compliance with export control laws, economic sanctions laws, and other trade related regulations. He also represented clients who were under investigation by the U.S. Government for violation of trade related criminal statutes.

Prior to private practice, Mr. Min was an attorney in the Office of Regulations & Rulings, U.S. Customs Service of the U.S. Treasury Department where he adjudicated and ruled on cases involving eligibility of imported goods for preferential treatment under trade agreements such as the NAFTA, AGOA, CBTPA, GSP, etc.

Previous to work at U.S. Customs, Mr. Min was the Managing Attorney for the Newly Independent States in the Commercial Law Development Program, Office of the General Counsel of the U.S. Department of Commerce. In that position, Mr. Min managed legal and technical assistance to the governments of Russia, Ukraine, and Moldova in their bid to join the World Trade Organization (WTO). Mr. Min worked closely with high-level government officials in the U.S. Government and of the counterpart countries' governments. He also managed local staff and local offices in Moscow, Kiev, and Chisinau, and traveled frequently throughout the region. At Commerce, Mr. Min also worked on interagency efforts to obtain permanent normal trade relations (PNTR) for China and prepared anticipated compliance programs with China's then prospective membership in the WTO.

Mr. Min graduated with honors from The Johns Hopkins University with a B.A. in International Studies with specializations in the Soviet Union and East Asia. As an undergraduate, Mr. Min studied in Kiev, Ukraine and Moscow, Russia. After Johns Hopkins, Mr. Min studied at Seoul National University in Seoul, Korea, where he focused his work on Russian-North Korean relations. Subsequently, Mr. Min received with high honors a Master of Arts in International Affairs and a Juris Doctor from The American University in Washington, DC.

Mr. Min speaks Russian and Korean and has resided in Japan, Korea, Russia and Ukraine. Mr. Min is admitted to practice law in the State of Maryland, District of Columbia, the U.S. Court of International Trade, the U.S. Court of Appeals for the Federal Circuit, and the U.S. Supreme Court.

### **Susan M. Presti**

Susan Presti is the executive director of the Air Courier Conference of America (ACCA) and, as such, directs and represents the industry's positions and activities. (ACCA is the trade association representing the express delivery services industry.) On behalf of ACCA, she has worked with U.S. Customs on implementation of key provisions of the Customs Modernization Act, including the increase in the informal entry limit, recordkeeping requirements and remote entry filing; on development of Customs' automation programs, particularly ACE; and on numerous issues related to express consignment operators' status under Part 128 of Customs' regulations. ACCA has also been seeking liberalizations for the express sector as part of the GATS 2000 negotiations, particularly with respect to a new definition for express services and commitments regarding customs, postal, transportation and other barriers to express services. In July 2000, Ms. Presti was appointed on ACCA's behalf to the Industry Function Advisory Committee on customs issues and, in this position, provides the express industry's input to U.S. government officials.

Ms. Presti is also President of Public Policy Resources, a consulting company specializing in policy representational services. Prior to founding Public Policy Resources in August, 1992, Ms. Presti was vice president at St.Maxens & Company for more than seven years. There, she directed the firm's research and advisory services. Her projects included analyzing congressional and executive branch trade initiatives for Daewoo; examining trends towards protectionism in the United States, Japan, the European Community, China and other major trading countries; analyses of trade in CFCs and CFC-related products and evaluations of policy mechanisms available for monitoring and controlling such trade; and the advance work and management of an EPA-led government/business delegation to China regarding stratospheric ozone depletion. Prior to joining St.Maxens & Company, Ms. Presti was Acting Director for Australian and New Zealand Affairs at the Office of the U.S. Trade Representative. Ms. Presti also held several positions at

the Department of Commerce, including Special Assistant to the Deputy Assistant Secretary for the Western Hemisphere, Mexico Desk Officer and Brazil Desk Officer.

Ms. Presti has also worked at the Council on Foreign Relations, for Senator Daniel Patrick Moynihan, and for the North Carolina Center for Public Policy Research. She has a Masters in Public Affairs from Princeton University's Woodrow Wilson School of Public and International Affairs; she received her B.A. in Political Science and Psychology from the University of North Carolina at Chapel Hill.

#### **Andrew W. Shoyer**

Andrew W. Shoyer is a partner in the Washington, DC office of Sidley Austin Brown & Wood LLP. Mr. Shoyer focuses on the implementation and enforcement of international trade and investment agreements. Drawing on his experience at the Office of the U.S. Trade Representative (USTR) and with the WTO, Mr. Shoyer advises companies, trade associations and governments on the use of WTO, NAFTA and other treaty-based trade rules to open markets and resolve disputes. For example, he has worked with manufacturers on WTO compliance in China and on protection of intellectual property in bilateral and regional free trade negotiations. He has also assisted a global telecommunications services supplier in WTO dispute settlement proceedings to combat unfair conditions of competition in Mexico. Mr. Shoyer spent seven years at USTR, serving most recently as Legal Advisor in the U.S. Mission to the WTO in Geneva. He was the principal negotiator for the United States of the rules implementing the WTO Dispute Settlement Understanding, and has briefed and argued numerous WTO cases before dispute settlement panels and the WTO Appellate Body. Prior to his arrival in Geneva, Mr. Shoyer was Assistant General Counsel at USTR in Washington, D.C., where he served as principal legal counsel in the negotiation of the market access rules of the NAFTA, as well as the framework agreements with various Latin American countries. He also worked on numerous trade policy issues with Congress and the economic agencies of the Executive Branch. Mr. Shoyer is an adjunct faculty member in international trade policy at the School of Foreign Service of Georgetown University.

## VI. ENERGY SERVICES PANEL

### AGENDA

- I. **Opening remarks by moderator**  
Bill Whitsitt, Domestic Petroleum Council
- II. **The Value of Trade Commitments in a World of Energy Interdependence**  
Peter Evans, MIT Center for International Studies
- III. **Barriers to Trade in Electricity Services and WTO Solutions**  
Tim Richards, General Electric Company
- IV. **Regulatory Implementation: Power Developers Perspectives**  
Alexander Karsner, EnerCorp
- V. **Exploration and Production Perspectives**  
Rick Plaeger, Burlington Resources
- VI. **Questions and answers and discussion**
- VII. **Wrap-up remarks by moderator**

*At 12:30 PM, session will adjourn to return to auditorium for rapporteurs' reports.*

*Rapporteur: Lana Ekimoff, US Department of Energy*

### Peter C. Evans

PETER C. EVANS specializes in international political economy, energy market liberalization and international trade. He was a Senior Associate with Cambridge Energy Research Associates from 1996-2003. He has also served as a consultant to a broad range of private firms and government organizations including Rio Tinto, American Superconductor Corp., US-ASEAN Council, the US Trade Promotion Coordinating Committee, US Department of Energy, the World Bank and the Organization for Economic Cooperation and Development (OECD). He was a visiting scholar at the Central Research Institute for Electric Power Industry, Tokyo, Japan from 1991-1993. Mr. Evans's published works on international trade and energy include *Liberalizing Global Trade in Energy Services* (The AEI Press, Washington, DC, 2002), and "Meeting the International Competition: Conflict and Cooperation in Export Financing," (with Kenneth A. Oye) in Gary Hufbauer and Rita Rodriguez, eds., *US Ex-Im Bank in the 21<sup>st</sup> Century: A New Approach*, Institute for International Economics, January 2001. Mr. Evans holds a BA from Hampshire College and Master's degree in international development and regional planning from the Massachusetts Institute of Technology where he is currently completing his Ph.D. in the Department of Political Science.

### Alexander "Andy" Karsner

Over the last 15 years, Mr. Karsner has participated, led, and financially closed private infrastructure projects cumulatively worth more than half a billion USD. He has worked with Tondue Energy Systems of Texas, Wartsila Power Development of Finland, and independently contracted his project development & finance skills for prominent multinational energy firms and developers including ABB of Sweden, RES of the UK, Enron Wind and Enron Development, and Vestas of Denmark. Based at various times in Houston, Hong Kong, London, Casablanca, and

Washington DC, many of his project successes were achieved in diverse and challenging regulatory and financial environments including Pakistan, The Philippines, The Peoples Republic of China, British Columbia Canada, Michigan USA, and the Kingdom of Morocco. Amongst the project successes were several firsts: including the first independent power producer ("IPP") in Michigan's Consumers Power grid; the first IPP (and largest biomass project) in Canada's BC Hydro grid; the first successful foreign investment in Pakistan's KESC (Karachi Electric Supply Corporation) grid, and the first commercial power lease transaction in the Philippines.

Mr. Karsner's energy experience has encompassed a wide range of technologies including heavy fuel oil, distillates, natural gas, coal, wood waste/biomass, and presently wind energy and distributed generation based upon renewable technologies. He has been responsible for innovative financial structuring in emerging markets, and has arranged equity, debt, and returns to meet the requirements of investors, lenders, and the respective government authorities. In all cases, his projects have the distinction of having been completed on time and according to (or under) budget. In 2002, his company, Enercorp won the global competition to develop 194 MW Tangier Power facilities, the world's largest windfarm outside the United States, and is presently acquiring sites and developing opportunities around the Mediterranean basin, Mexico, South Asia, and US Mid-Atlantic. Mr. Karsner is an active supporter of President Bush's launch of the "International Partnership for Hydrogen Economy", has advised the administration on market-driven clean energy policy, and participates regularly in the recurring international ministerials to advance this agenda. He was instrumental in arranging the DOE's 2002 US-Morocco bilateral protocols for clean energy policy and is a frequently requested speaker to both governments and industry.

Mr. Karsner has been National Vice Chairman and a member of the Chairman's Council of the National Federation of Independent Business (NFIB) Leadership and is a strong advocate of the US small business community, pro-actively enhancing its role in international trade and development. As such, he has contributed a key voice for US small business competitiveness in formulating Free Trade Accord investment provisions for recently concludes treaties. He is multilingual and has graduated with Honors with a BA from Rice University, and an MA from Hong Kong University. He published an international finance thesis that focused on private capitalization of emerging markets infrastructure in Southeast Asia. He and his wife have lived and worked abroad for the last twelve years, traveling to more than 80 countries, touching every continent, and are now happily settled in Alexandria, Virginia with their growing family.

## **Frederick J. Plaeger II**

Rick Plaeger is the Vice President and General Counsel of Burlington Resources Inc. in Houston, TX. Burlington Resources is one of the world's largest independent oil and gas exploration and production companies, with operations in the United States, Canada, the United Kingdom, South America, Africa and China. Prior to joining Burlington in 1997, Rick was Vice President, General Counsel and Corporate Secretary of The Louisiana Land and Exploration Company in New Orleans, Louisiana, and a Partner in the New Orleans Law Firm of Milling Benson & Woodward. He received his Bachelor of Science Degree in Business and Juris Doctor Degree in Law from Louisiana State University and upon graduation served as a Law Clerk for the Hon. Marcel Livaudais, Jr. in the United States District Court for the Eastern District of Louisiana.

Rick is admitted to practice law in Texas and Louisiana and before the United States Supreme Court and various Federal and State Courts. He is a member of the Executive Committee of the Institute for Energy Law of the Center for American and International Law, the Board of Directors of the Texas General Counsel Forum (President - Houston Chapter 2005 - ), the American Petroleum Institute – General Committee on Law (Chairman 2004 - ), the Independent Petroleum Association of America – Legal Committee and a member of the American Corporate Counsel Association and American, Houston and Louisiana Bar Associations. He is also member of the

Advisory Board of Trustees of the Houston Ballet Foundation and is listed in both Who's Who in American Law, Who's Who in America and Who's Who in the World.

### **Timothy J. Richards**

Timothy J. Richards is Senior Manager for International Trade and Investment in the Washington, DC office of the General Electric Company. Mr. Richards has sectoral responsibility for the energy and transportation sectors and regional responsibility for trade and investment issues affecting GE in Latin America, Africa, the Middle East and Western Europe. He serves as Co-Chair of the Energy Services Coalition, chairs the Task Force on Trade of the National Electrical Manufacturers Association, and chairs the Latin America Committee of the National Association of Manufacturers. In the spring of 2001, he chaired the Services working group at the Business Forum of the Americas.

Mr. Richards was the Deputy Assistant United States Trade Representative for Western Europe and the Middle East from July 1994 through January 1996. He was responsible for developing U.S. trade policy positions and carrying out negotiations on numerous issues with Europe and the Middle East.

From August 1991 through July 1994, Mr. Richards served as the Trade Policy Attaché at the United States Mission to the European Union in Brussels, Belgium. In that capacity, he was a primary contact point between U.S. and European negotiators during many trade negotiations, including the Uruguay Round.

From 1988 to 1991 Mr. Richards was the Director for Information Industry Trade Policy at the Office of the United States Trade Representative. In that position, he helped develop and coordinate U.S. trade policy for the electronics industry and was one of the U.S. negotiators for the 1991 U.S.-Japan Semiconductor Agreement.

Prior to joining USTR, Mr. Richards was an international economist with the law firm of Dewey Ballantine where he worked on a variety of trade cases, including Section 301, antidumping, countervailing duty, and Section 337. He is the co-author of Intellectual Property Rights: Global Conflict, Global Consensus? (Westview Press, 1988) and several articles on intellectual property rights and trade in high technology products.

Mr. Richards holds a Masters degree from the Fletcher School of Law and Diplomacy and a Bachelors degree in economics and government (magna cum laude) from Bowdoin College. He is married and has two children.

### **William F. Whitsitt, Ph.D.**

William F. Whitsitt is president of the Domestic Petroleum Council, a national trade association representing 24 of the largest independent natural gas and crude oil exploration and production companies in the United States.

The DPC companies are publicly-traded corporations that are leaders in developing and applying technology necessary to find and produce oil and gas onshore and offshore, including in ultradeep water. Collectively these companies produce about one-quarter of the country's natural gas and twenty percent of its oil. DPC member companies have international interests and operations in 54 other countries.

Before assuming his DPC position, Dr. Whitsitt was Director, Government Affairs, for one of the world's largest law firms. He is also a former vice president of U.S. independent Oryx Energy Company, now part of Kerr-McGee. At Oryx Energy his responsibilities included worldwide oil and gas marketing, public affairs and government relations. Prior to that he was Director of

Legislative Affairs for the Sun Company. Dr. Whitsitt has also been chief of staff to a U.S. Senator and a legislative assistant in the Senate and House of Representatives.

Before his government service, Whitsitt formed and directed the Montana Television Network news organization and was a CBS News Fellow at Columbia University. He received his doctorate in Public Administration from The George Washington University in Washington, DC, where he currently teaches graduate level courses in public policy formulation and federal institutions.

Dr. Whitsitt has been appointed jointly by Secretaries of Commerce and United States Trade Representatives to serve under three presidents as an international trade advisor. He is currently is a member of Industry Trade Advisory Committee on Energy (ITAC-6).



## VII. PROFESSIONAL SERVICES PANEL

### AGENDA

- I. **Opening remarks by moderator**  
Charlie Heeter, Deloitte & Touche
- II. **Architectural and Engineering Services Priorities in the Doha Round**  
Ellen Delage, American Institute of Architects
- III. **Accounting Services Priorities in the Doha Round**  
Susan Jones, American Institute of Certified Public Accountants
- IV. **Legal Service Priorities in the Doha Round**  
Greg Spak, White & Case
- V. **Questions and answers and discussion**
- VI. **Wrap-up remarks by moderator**

*At 12:30 PM, session will adjourn to return to auditorium for rapporteurs' reports.  
Rapporteur: Michael Gorman, US Department of Commerce*

### Ellen Delage

Ellen Delage is Director of International Relations at The American Institute of Architects, responsible for managing relations with international, regional and national associations of architects; managing AIA participation in negotiations for mutual recognition and portability of credentials for the provision of architectural services; and representing AIA interests to the U.S. government on trade issues. She is staff director of the International Committee of the Institute. Ms. Delage is an architectural historian with many years experience in the fields of architecture and cultural resource preservation at international and national organizations.

### Charles P. Heeter Jr.

Charles P. Heeter Jr. is an equity Principal in Deloitte & Touche USA LLP, where he serves in the Office of Government Relations in Washington, DC. He is Chief of Staff for the Deloitte Public Policy Committee and the Deloitte Touche Tohmatsu global regulatory team, which coordinates the work of Deloitte regulatory Partners in 38 countries. He also supports the US firm's government relations and regulatory program.

Prior to joining Deloitte, Mr. Heeter was a Participating (equity) Principal and Manager with Andersen Worldwide (1984-2002), where he worked on international regulatory and professional matters. He created a service center in Washington DC to support the firm's partners, offices and clients on non-technical international issues; coordinated a worldwide program to address trade and investment barriers that impeded the firm's worldwide operations; and supported senior partners in their participation in international business and professional organizations.

From 1975 to 1984, Mr. Heeter was the Director of Trade and International Affairs for the Government Research Corporation, a Washington DC-based public affairs consulting group. At GRC, he worked with major US, European and Japanese multinational companies to help them

address US legislative, regulatory and policy matters affecting their international operations. Mr. Heeter also served as the legislative research assistant to two members of Congress, working primarily on international issues.

Mr. Heeter is an active member of the US Council for International Business and chairs its Subcommittee on Services. He is a member of the Executive Board of BIAC, as well as its Trade Committee and its Task Force on Corporate Governance; the Commissions on International Trade and Investment and on Financial Services and Insurance of the International Chamber of Commerce; and the European American Business Council. He serves as Vice-Chairman of the AICPA-NASBA joint International Qualifications Appraisal Board, and is a member of the Industry Trade Advisory Committee for Services and Finance, which advises the US Secretary of Commerce and the US Trade Representative. Mr. Heeter also serves on the Board of Directors of the Executive Council on Diplomacy and of Oakcrest School, an independent, college-preparatory school for girls.

Mr. Heeter holds Bachelor's and Master's degrees from Georgetown University's School of Foreign Service, where his studies focused on international relations and international economic policy.

Mr. Heeter is married to Maria Celina Garcia-Robles. The Heeters have five children and reside in Arlington, Virginia.

### **Greg Spak**

Mr. Spak practices primarily in the area of international trade regulation, representing foreign governments, foreign companies and U.S. importers involved in trade proceedings in the United States. He focuses on administrative and judicial proceedings related to the implementation of U.S. antidumping and countervailing duty laws before the U.S. Department of Commerce and the U.S. International Trade Commission.

Mr. Spak also represents multinational companies involved in trade disputes in jurisdictions other than the United States, primarily in Latin America. He advises public and private sector clients on disputes considered by the Geneva-based WTO.

From 1994-1996, Mr. Spak worked as an attorney in Buenos Aires, Argentina, where he represented companies in international trade disputes with the U.S. government and worked on issues relating to raising capital in the international financial markets for Latin American corporations and projects.

### **Bars and Courts**

Pennsylvania Bar, admitted 1987

District of Columbia Bar, admitted 1989

United States Court of International Trade, admitted 1989

United States Court of Appeals for the Federal Circuit, admitted 1990

United States Court of Appeals for the District of Columbia Circuit, admitted 1992

### **Education**

B.S.F.S., *magna cum laude*, Georgetown University School of Foreign Service, 1984

J.D., *cum laude*, Georgetown University Law Center, 1987, Executive Editor, *Law and Policy in International Business*

### **Professional Associations**

American Bar Association, Section on International Law

### **Publications**

"Intra-regional Trade Barriers and Unfair Trade," at the conference to discuss Industry and the MERCOSUR, sponsored by the Union Industrial Argentina ("UIA"), Buenos Aires, Argentina (November 1995)

"U.S. Rules of Origin," at the Meeting on Expert on Rules of Origin, sponsored by the Latin American Economic System ("SELA"), Caracas, Venezuela (June 1994)

"U.S. Countervailing Duty Law: How Large a Threat to Eastern Europe's Privatized Producers," *Eastern European Forum Newsletter* 1 (1992)

"The Congressional Subpoena: Power, Limitations, and Witness Protection," 6 *B.Y.U. Journal of Public Law* 37 (1992) (co-author)

"Resolving Antidumping and Countervailing Duty Disputes: Defining GATT's Role in an Era of Increasing Conflict," 24 *Law and Policy in International Business* 1145 (1993) (co-author)

"Foreign Corrupt Practice Act of 1988: Clarification or Evisceration?" 20 *Law and Policy in International Business* 441 (1989) (co-author)

"Application of the U.S. Countervailing Duty Law to Non-Market Economy Countries," 18 *Law and Policy in International Business* 313 (1986)

### **Susan S. Jones, CPA**

Susan Jones is the Director – International at the American Institute of Certified Public Accountants.

She joined the AICPA in 1996; however she was seconded to the International Federation of Accountants from 1997-1999. During that time, she was the technical manager for the International Auditing Practices Committee. She returned to the AICPA as the Senior Technical Manager of the Audit and Attest Standards team before taking on her current position.

Prior to joining the AICPA, Susan spent several years in industry, in the finance department of a consumer products company, and several years in public accounting in a small firm in New Jersey. She also taught accounting at the university level for several years as an adjunct professor.

Susan is a CPA and holds a BS in Accounting from the University of Delaware, and an MBA in Finance from New York University.

## VIII. EDUCATION SERVICES PANEL

### AGENDA

- I. **Opening remarks by moderator**  
Jennifer Moll, US Department of Commerce
- II. **Education Services Priorities in the Doha Round**  
Michael Goldstein, Dow, Lohnes & Albertson
- III. **Education Services Priorities in the Doha Round**  
Charles Fishman, Charles Fishman PC, Temple University
- IV. Questions and answers and discussion
- V. Wrap-up remarks by moderator

*At 12:30 PM, session will adjourn to return to auditorium for rapporteurs' reports.  
Rapporteur: Jennifer Moll, US Department of Commerce*

### Charles L. Fishman

#### Experience

1974 to present, Law Offices of Charles L. Fishman, P.C., Consultant and Attorney at Law.

Chairman of the Board and President of a Washington-based law firm/consulting firm for 30 years. He taught law and political science at Howard University Law School and the University of Vermont before joining the staff of the U.S. Senate. Since 1974, he has been engaged in the practice of law specializing in educational and energy consulting in Asia. Emphasis has been placed upon advanced educational projects and emerging energy technologies. In addition, he has represented numerous major American software vendors including Softool and Platinum. Since 1982, he has represented numerous American universities such as Carnegie Mellon, Temple University, the University of Tennessee, Southern Illinois University, and Tulane in Asia and organized major international academic programs in Japan, China and Spain. These academic programs have graduated thousands of students and been used by numerous companies such as Motorola, SAP, Itochu and Citibank for English language training as well as professional development programs such as Masters of Business and Masters of Laws.

Major academic programs include Temple's branch campus in Tokyo established in 1982 that offers numerous undergraduate majors, three Masters programs (law, business and TESL) and a Ph. D. program (TESL) and Temple's precedent setting Masters of Laws program in Beijing (LL.M.) offered in partnership with Tsinghua University as well as several rule of law training programs for Chinese Government officials offered in partnership with the Supreme Peoples' Court and the Supreme Peoples' Procuratorate. Additional programs include establishment of an MBA program in Hong Kong for Southern Illinois University and Software Engineering training programs in China and Japan for Carnegie Mellon.

Mr. Fishman provides advice and support to senior management of U.S. and Japanese multinational corporations. Particular emphasis is placed upon U.S. energy policy at the international, federal and state levels. At the international level, the firm advises on energy and security policy in Asia, the Persian Gulf and Central Asia, as well as IPP development activities worldwide. At the national level, the firm advises on legal, regulatory and business issues affecting the electric utility industry as well as related issues, such as the Strategic Petroleum Reserve. At the state level, the firm advises on deregulation and related

utility industry issues such as diversification, communications, and information technology.

In addition, the firm engages in transactional projects including real estate, high technology, energy and educational joint ventures and licenses. The firm does extensive research, writing and economic and political analysis on developments in the international area as they affect particular clients. It has built extensive contacts in the U.S. government and the American business community in addition to the Chinese and Japanese Governments and corporations. The firm does extensive work for Japan's Ministry of Energy, Trade and Industry (METI) and has represented every major Japanese gas and electric utility as well as most trading companies.

Mr. Fishman has represented numerous U.S. Congressmen and Senators on economic and trade policy formulation and has worked on major Congressional and Administrative trade issues from the beginning of the 'Tokyo' Round of multilateral trade negotiations.

1971 to 1973 - U.S. Senate Staff

1970 to 1971 - University of Vermont, Visiting Assistant Professor of Political Science

1968 to 1970 - Howard University School of Law, Assistant Professor

Professional memberships

Admitted to the District of Columbia Bar, 1967

Member of the bar of the following courts:

- Superior Court of the District of Columbia
- United States District Court for the District of Columbia
- United States Court of Appeals for the District of Columbia
- United States Court of Appeals for the First Circuit
- Supreme Court of the United States.

Partner in an international joint venture with PaineWebber. Member of the Board of Directors of Sumitomo Trust and Bank.

Education

1968, Master's of Law, Harvard University, Cambridge, MA

1967, J.D., Howard University, Washington, D.C.

1967, B.S., Business Administration, University of Rhode Island

### **Michael B. Goldstein**

Michael B. Goldstein is a member of the Washington, D.C. law firm of Dow, Lohnes and Albertson, where he is in charge of the firm's Higher Education practice. Prior to joining DL&A in 1978, Mr. Goldstein was Associate Vice Chancellor for Urban and Governmental Affairs and Associate Professor of Urban Sciences at the University of Illinois at Chicago, and before that served as Assistant City Administrator and Director of University Relations in the Office of the Mayor of the City of New York. He represents a wide array of postsecondary institutions, ranging from large public universities and publicly-traded companies to individual institutions of all types. He has been very active in the development of online learning and with various kinds of institutional ventures, including hybrid for- and non-profit structures. Mr. Goldstein holds a law degree from New York University, a B.A. in Government from Cornell University, and was a Loeb Fellow in Advanced Urban and Environmental Studies at Harvard University.

## **IX. HEALTH CARE SERVICES PANEL**

### **AGENDA**

- I. **Opening remarks**
- II. **Health Care Services: Priorities in the Doha Round**  
  
Leonard Karp  
Executive Vice President and Chief Operating Officer  
Philadelphia International Medicine  
  
Shannon O'Kelly  
Executive Director - International Business Development  
New York Presbyterian Hospital
- III. Questions and answers and discussion
- IV. **Wrap-up remarks**

*At 12:30 PM, session will adjourn to return to auditorium for rapporteurs' reports.*

*Rapporteur: Ann Reed, US Department of Commerce*

### **Leonard Karp**

As executive vice president and chief operating officer of Philadelphia International Medicine, Leonard Karp helps guide an organization whose goal is to establish the Philadelphia region as an international healthcare destination of choice. Just five years old, PIM is seen as an economic development initiative that works closely with city, state and federal commerce departments.

This unique marketing and management company is owned by some of the most prestigious hospitals in the United States including The Children's Hospital of Philadelphia, Crozer-Keystone Health System, Fox Chase Cancer Center, Magee Hospital, MossRehab, Pennsylvania Hospital, Temple University Hospital, Thomas Jefferson University Hospital and the University of Pennsylvania Medical Center.

Although a young organization, PIM has contributed more \$65 million to the regional economy. The organization is active throughout the Middle East, Brazil, Chile, Uruguay, the Caribbean, Canada, Korea and Italy.

PIM has three product lines – the care of international patients at Philadelphia area hospitals; training and continuing education of health care professionals from around the world; and management and consulting services to international hospitals and health agencies.

Mr. Karp is also an international trade advisor to the U.S. Department of Commerce and the Office of the U.S. Trade Representative as a member of the Industry Trade Advisory Committee on Services. He is a co-founder of Greater Philadelphia Global Partners, a regional organization to promote global trade in the Philadelphia area. He has served as an advisor to the City of Philadelphia on trade mission development; and has worked closely with leaders of international departments at peer hospitals on industry issues such as visa delays; the development of better data collection; and removal of international trade barriers for the health services sector.